

THE HERD

VOL.

NO. 2



A

Little
Magazine
Published

BY

THE

BUFFALO GASOLENE MOTOR CO.

BUFFALO, N.Y.

SEPTEMBER

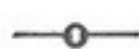
**A PAIR OF 26-30 H. P. BUFFALO HEAVY
DUTY ENGINES FOR SALE CHEAP**

A pair of 26-30 H. P. Buffalo Heavy Duty engines has been placed with us for sale. These engines are right and left hand and will be thoroughly overhauled. They are of a late model and equipped to operate on kerosene. This is an exceptional chance to get a pair of good engines cheap. Write for details.



BUFFALO GASOLENE MOTOR CO.
1280-1290 Niagara Street :: Buffalo, N.Y.

**This 30 h. p. Buffalo For Sale
Cheap**



We have ready for quick delivery a 30 h. p. Buffalo Engine of the Medium Speed Type which was traded in for a Buffalo of larger size. It is a four-cylinder machine, 6 in. x 7 in. It is a bargain at the price we are holding it.

BUFFALO GASOLENE MOTOR CO.
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THE HERD



A Little Magazine Published by

THE BUFFALO GASOLENE MOTOR COMPANY, BUFFALO, N.Y., U. S. A.

VOL 4.

SEPTEMBER, 1919

No. 16

Buffalo Powered Boat Again Wins Scripps Reliability Trophy

First Honors In Famous Contest Go To Josephine Of Erie, Pa.
While Babo, Also Powered With "The Engine Of
Constant Service" Finishes Third.

THE Scripps Trophy, a beautiful cup presented some years ago by Com. William E. Scripp of Detroit, as the prize for the world's greatest cruising reliability contest came into the hands of a Buffalo owner for the third time on August 9th when *Josephine*, owned by Carl Reichel, Erie, Pa. and chartered by E. H. Scott of the same city, won first honors in the 112-mile cruise for motor boats of 14-mile speed which was included in the events of The Cleveland Yacht Club Regatta. *Josephine* is powered with a 40-60 h. p. Buffalo Cruiser and Run-about engine.

A noteworthy point is that in every contest which has been held for the Scripps Reliability Trophy a Buffalo powered boat has been in on first honors.

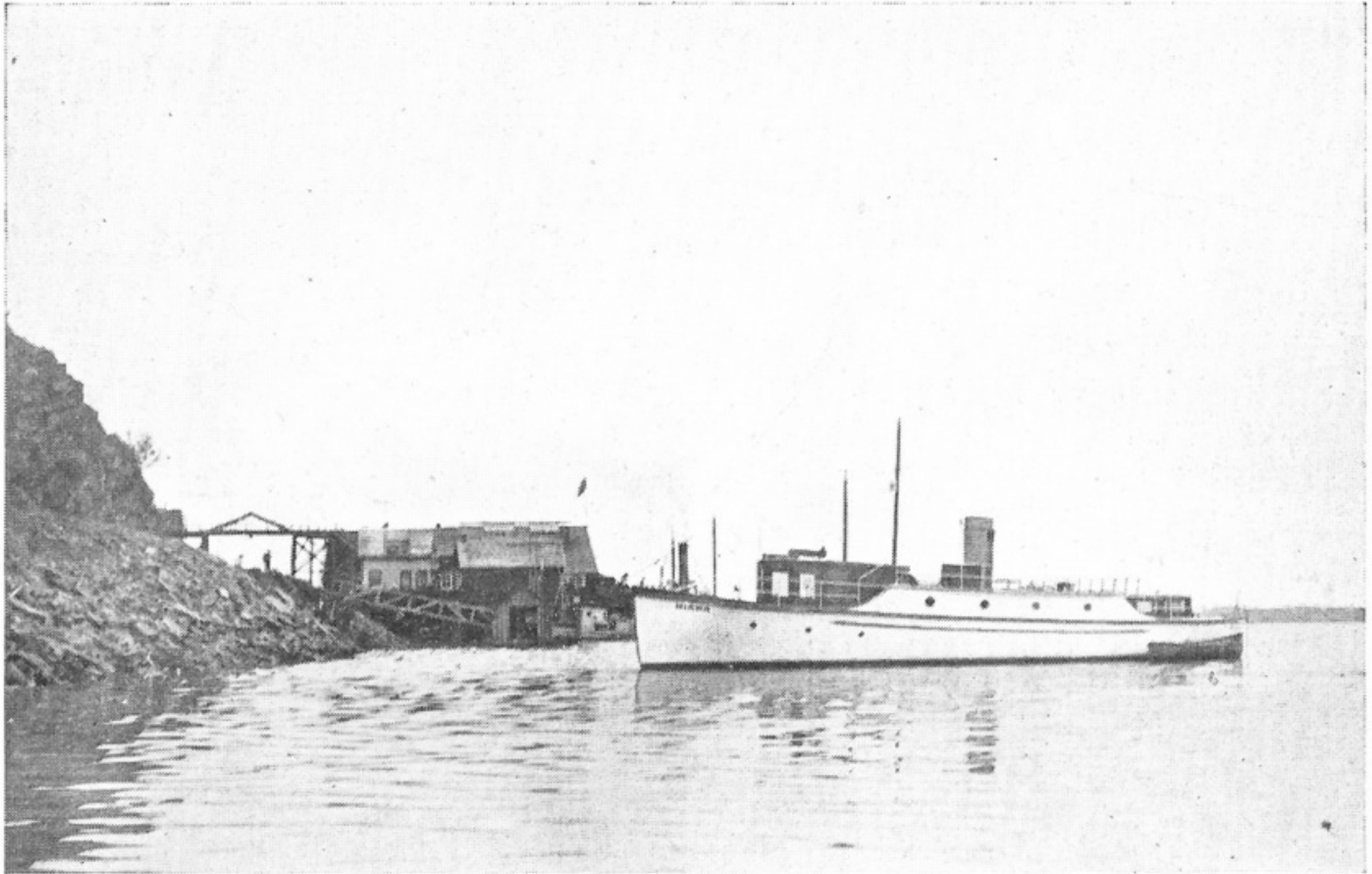
The *Josephine* is a 45 ft. cruiser of the bridge deck type. She has 12 ft. beam. She lead a field of 26 cruisers, making the course in 11 hours, 33 minutes and 5 seconds.

The *Josephine* trailed the yacht *Valoria* of Detroit at the finish but was given first place on corrected time.

Babo, another Buffalo powered boat owned by Kent North of the

(Continued on page 15)

Name of Boat.	Owner.	Club.	L.O.A.	Beam.	Engine.	Rating.	Starting Time.	Put-In- Bay.	Finish.	Elapsed Time.
JOSEPHINE	E. H. Scott	Erie Y. C.	44.2	12	4-cycle Buffalo 4-cyl. 5½x7	37:51	8:56:28	3:00:25	8:30:03	11:33:35
VALORIA	Max Stotter	Detroit Y. C.	62	13.5	4-cycle Winton 6-cyl. 6½x9	39:82	9:33:37	3:22:35	8:39:33	11:05:56
BABO	Kent North	Cleveland Y. C.	45	11.5	4-cycle Buffalo 6-cyl. 6¼x6¾	38:12	9:06:25	3:10:00	8:46:00	11:39:35
TOBERMORY	F. W. Wakefield	Vermilion Y. C.	45	11.2	4-cycle Lalaco 4-cyl. 5x7	35:20	8:11:52	2:49:00	8:59:44	12:47:52
PIRATE	Lee Merrill	West Detroit Boat Club	50	11.75	2-cycle Fay & Bowen 3-cyl. 6x6	33:11	7:30:20	2:24:00	9:03:38	13:33:38
CORNELIA S	S. Seabo	C. Y. C.	33.8	8.6	4-cycle Buffalo 4-cyl. 6x7½	34:90	6:40:35	2:07:00	9:23:24	13:15:14
EDNA	P. J. Shormer	Cleveland Y. C.	28.4	8.5	4-cycle Kermath 4-cyl. 4x4	31:02	6:09:12	2:08:20	9:23:35	14:42:50
OLD GLORY	H. S. Thomas	Cleveland Y. C.	30	8.5	2-cycle Mianus 2-cyl. 4½x5	29:81	7:40:13	3:11:03	9:33:19	15:24:07
BERTHA II	F. E. Franks	Toledo Power Boat Club	36	9.6	4-cycle Lalaco 4-cyl. 4x6	34:52	8:21:45	3:29:45	9:54:03	14:14:50
AWANDRA	J. J. Miller	Detroit Y. C.	42	10.8	4-cycle Boothbay 4-cyl. 6½x7	35:59	9:17:10	4:33:50	10:10:20	13:48:35
ABEONA	A. W. Garren	Erie Y. C.	36	9.6	4-cycle Erd 4-cyl. 4x6	38:50	8:45:54	5:20:50	10:49:02	13:31:52
HARMONY	C. W. Borgwald	Cleveland Boat Club	35	9.2	2-cycle 3-cyl. 5¾x5	36:85	9:25:56	4:38:35	10:51:21	14:05:27
AUROA	R. C. Dutton	Cleveland Y. C.	36	8.3	4-cycle Continental 4-cyl. 5x5	39:27	8:38:36	3:58:57	11:16:13	13:50:17
LATAQUIN	C. A. Wise	Riverside, (Cleve.) B. C.	36	9.25	4-cycle Loew Victor 4-cyl. 4¾x5½	36:47	8:44:06	5:54:21	11:50:26	15:11:50
ROYAL	L. J. Bause	Cleveland B. C.	35	8.25	4-cycle Loew Victor 4-cyl. 4¾x5½	36:82	8:33:04	5:54:32	12:18:15	15:34:09
MISS GROSSE POINTE MELINE	R. G. Marsh Wm. Busse	Grosse Pointe Y. C. Cleveland B. C.	45 42	11.5 9	4-cycle Lalaco 4-cyl. 5x7 4-cycle Royal 4-cyl. 5¼x5½	36:18 34:52	8:00:07 8:52:54	Did not report Did not report	12:21:40 3:23:47	15:48:36 19:23:40
DOROTHY F	J. Field	Riverside (Cleve.) B. C.	32.8	9.75	4-cycle Rambler 4-cyl. 5x6	37:29	8:56:28	Did not report	4:14:52	19:21:58
ALMA	Wm. Herbst	Cleveland B. C.	35.5	10.5	4-cycle Rutenberg 6-cyl. 4½x5½	37:51	7:41:12	Did not report	9:25:04	12:28:36
LUCEIL	F. Taillon	Cleveland B. C.	45	10.3	4-cycle Clay 2-cyl. 6½x7	33:35	10:25:33	Did not comp'e course	10:23:20	14:42:08
SILVANIA	J. Stotter	Cleveland Y. C.	40	9	4-cycle VanBlerck 6-cyl. 5x6	43:45	7:47:38	Disabled	.....	.....
JUNE	G. King	Toledo Y. C.	40	10.8	4-cycle Scripps 2-cyl. 5½x6	33:88	8:06:40	Did not finish	.....	.....
IRENE S	R. D. Latimer	Cleveland Y. C.	35	9.3	4-cycle Loew Victor 4-cyl. 4¾x5½	34.86	8:08:10	Did not finish	.....	.....
HILDA	E. L. Meyers	Cleveland Y. C.	33	8.8	4-cycle Frisbie 3-cyl. 6x6	34:87	8:49:20	Did not finish	.....	.....
ZAMAHA II	H. C. Barnes	Cleveland Y. C.	40	8.8	4-cycle Ferro 6-cyl. 4x6	37:07	8:49:20	Did not finish	.....	.....
CHAPADON	A. H. Velhagen		24.6	6	4-cycle Standard 2-cyl. 4½x5¾	35:00	8:00:00	Did not finish	.....	.....



MIAMA

This boat, powered with a 40-45 h. p. Buffalo engine, carries passengers along the coast of British Columbia. Her engine has a splendid record for reliability.

“A Buffalo Every Time When You Want To Get There”

**That Is What One Owner With A Hard Job Has To Say, And
Lots Of Others Seem To Agree With Him.**

THE other day we were talking to a man who gets around a lot in the less traveled parts of the world. He is a mining engineer and it is nothing unusual for him to jump from Mexico to Alaska or from Cobalt to Peru. In plying his craft he hits many of the odd corners of the earth, so it meant something when he said:

“I’ve often been surprised at the number of Buffalo engines I come across in the most unlikely places. It’s got so now that when I find a motor boat out in the wilds and look at the engine I expect to find it a Buffalo.”

The reason for this is of course to be found in the reputation for reliable service Buffalo engines have won. The man whose boat keeps close to a repair shop may be able to take chances with an unreliable engine, but the man who is going to run where he will be hundreds of miles away from machine shops and spare parts cannot afford to take chances. There is only one engine good enough for him—the one that can be depended upon not to break down. That is why so many of the engines found in far away places are Buffalos. The world knows what it means

THE HERD

to be able to pin your faith to "The Engine of Constant Service."

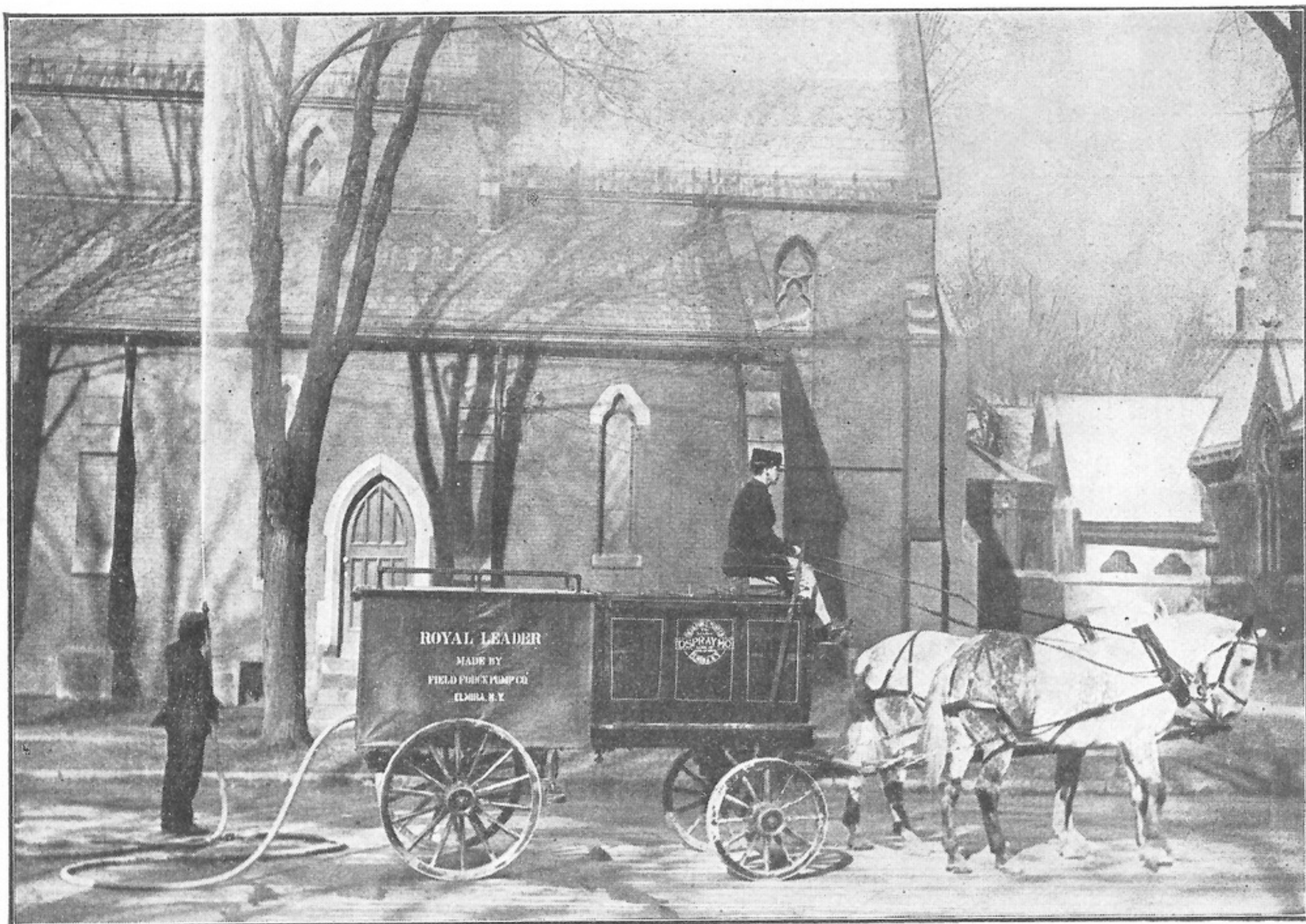
Here is a case in point.

M. J. Thomas, Prince Rupert, B. C. sends us the photograph of the *Miama* reproduced in this number of The Herd and in his letter he says:

"The *Miama* makes four trips a year around this coast carrying commercial travelers, calling at every settlement and cannery. There are about 75 of these salmon

canneries, and each return trip is about 2,000 miles.

"The engine in this boat is one of your 40-45 h. p. Heavy Duty Buffalos. It is about six years old. The engineers tell me that the Buffalo engine never gives them any trouble, and has never yet "stalled" on them, which is some good record. The owner's name is Mr. Barrett and he says a Buffalo for him every time when you want to get there."



A four-cylinder Buffalo BA motor with 3½ in. bore and 5 in. stroke is to power the outfit shown in this picture. This is nothing new, for Buffalos have been successfully powering spraying machines for many years. The outfit shown here is the "Royal Leader" made by the Field Force Pump Co., Elmira, N. Y. The pump has a capacity of 25 gallons per minute.

Buffalo BA Motor To Power Giant Sprayer Used In Parks

**Field Force Pump Co., Elmira, N. Y. Has Decided Upon 4-Cylinder Buffalo As Best Power Plant
For This Outfit.**

THE Field Force Pump Co., Elmira, N. Y. has selected the Buffalo BA Motor, four cylinder 3½" x 5" to power their Giant Sprayer, a powerful spraying outfit used largely by city parks.

It is a powerful outfit in every way. The capacity of the pump is 25 gallons per minute and at 300 lbs. pressure it will throw a ¼-in. stream to the top of the tallest shade tree. The pump has ample capacity for supplying several large nozzels although only one discharge is shown in the picture.

The tank is made in three sizes: 200, 300 and 400 gallons capacity. It is made of carefully selected cypress 1½-ins. thick with six steel hoops and a matched frame of maple at the top, and with steel rods and binders at both ends to hold it together. A rotary agitator, the entire length of the tank, keeps the liquid in thorough solution. The frame has steel girders with cross sections securely bolted so the tank cannot shift.

New Agent Named.

Schneider & Michaelis, Buffalo agents for Valdivia, Chile, have appointed Eugenio Delpin, Casilla 93, Talcahuano, as sub-agent for Talcahuano, Tome and Perice.

"Was she shy when you asked her her age?"

"Yes, I imagine about ten years."

—Burr.

New Catalogues In Spanish And French.

The Buffalo Book is to be published in both Spanish and French. In fact the Spanish edition is now on the press and will be ready for distribution within the next few weeks.

This will be interesting news for Buffalo sales agents in Spanish speaking countries who have suffered for lack of catalogues since the old edition ran out several months ago.

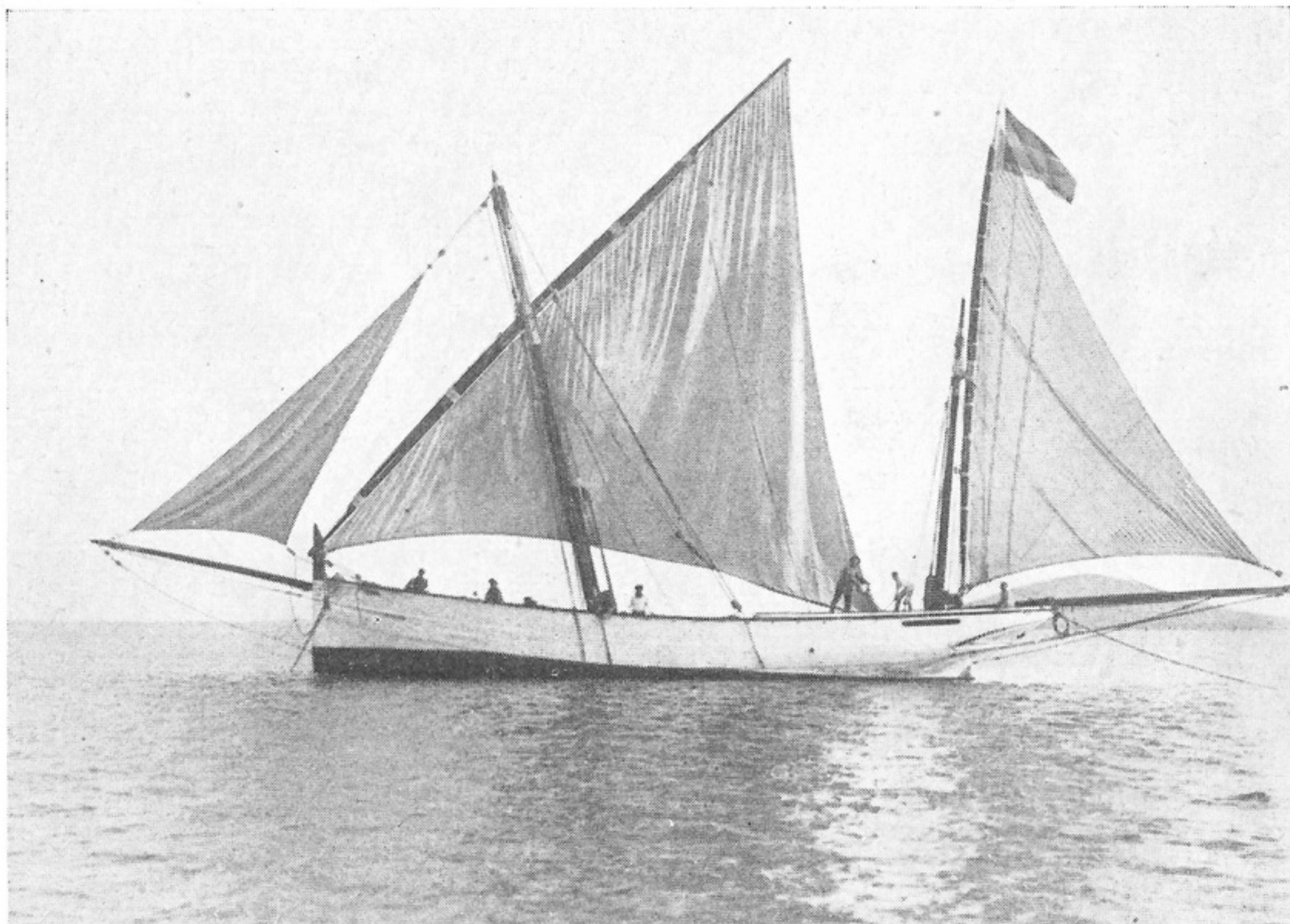
The French edition is the first one of its kind.

BUFFALO LITERATURE NOW IN TEXT BOOK CLASS.

The following is quoted from a recent letter from W. S. Carmen, Philadelphia:

"You will be interested in knowing that I am using your little publication 'The Buffalo Hand Book' as a text book on marine gas engines in the Marine Engineering Free School, Philadelphia Branch, operating under direction of the U. S. Shipping Board.

This hand book is one of the most comprehensive works on marine gas engines that I have ever seen. The mechanical and electrical data contained therein should make it valuable to any marine engineer."



This boat, typical of the many found along the coast of Africa, is powered with a 20-24 h. p. Buffalo Heavy Duty engine.

Two New Circulars.

Among the recent dealers helps published by the Builders of Buffalo Engines are two small circulars, one dealing with Buffalo Heavy Duty Engines and the other with the Cruiser and Runabout Type. These circulars are of a size to fit a small envelope and will come in handy for circularizing. They are all ready for distribution and will be sent on request. The same circulars are to be published in Spanish and French.

A New Sales Agent.

Harry W. Grenon, Winnipegosis, Man. has been appointed sales agent for Buffalo engines in that territory. He is a producer and exporter of winter-caught frozen fish and has already been doing quite a little bit of engine business.

Buffalo 100% Reliable.

E. W. Bailey of Amesbury, Mass. writes as follows: "I have just completed a four weeks cruise on the Maine Coast in my auxiliary schooner "Nancy" equipped with a 4-cylinder engine. It proved to be 100% reliable."

Have You Lost Your Keys?

Some years ago the Builders of Buffalo bought a lot of key rings with the company name on the tag and passed them out at the motor boat shows. Since then we have been swamped with the bunches of lost keys which have been sent to us, and for which we have no way of finding owners.

We mention this as a suggestion that if you have lost a bunch of keys with one of these tags on you might look for it at the Buffalo plant.

New Florida Agent.

S. Salvador, Fernandina, Fla. has been appointed Buffalo sales agent for that territory. His first order is for a 20-24 h. p. Buffalo to be shipped to P. Carnarella Brothers.

A recent letter from Pratt Cia. Buffalo sales agent of Buenos Aires, contains the important announcement that N. H. Pratt, son of J. J. Pratt, has been placed in full charge of the sale of Buffalo engines through that territory.

In making the announcement Mr. J. J. Pratt said:

"We expect to show you an increase in the movement of that line very soon. Mr. Pratt is a good salesman, and a very practical man in everything pertaining to motors and boats. He is a trained mechanic and electrician, and was selected by the "New York Herald," as one of the experts on their "Economy Run" from Detroit to Washington some time ago. He passed his examinations a few days later, and was put in charge of a five ton armoured truck with two rapid fire guns and would have sailed for France within a week, when the armistice was declared. We regret we did not get in touch with him in time to send him up to Buffalo before he got a steamer and returned to this country. He is very familiar with Buffalo engines."

Going Down!

Sure! It's great to be a sailor
Till the boat begins to sink,
Then it's an'thing but delightful
When you're struggling in the
drink.

You choak, an' gasp, an' sputter
Till you're tuckered out—an' then:
To Up again.

Davy Jones Right
You go Come
Right And
Down,

THE PACIFIST.

*I do not want to go to war
(I fear I might be shot)
My flag? It's but a piece of cloth,
My country? Tommyrot!
I'll argue with the enemy,
And talk him sane again.
It is the only thing to do,
With such mistaken men!*

*I'll let him walk upon my neck,
And rip and swear and rave
And when he's all worn out, I'll say
Decidedly, "Behave!"
But should it chance that he forgets
Himself, and kills me?—Boo!
I won't be here to care a hang
What happens, then, to YOU!
—Paragraphs.*

THE BOSS

*The boss, say he's a funny bird,
He's seldom seen and rarely heard,
He's dreaming in his office or
He's taking trips around the store;
And yet he seems to know each rope,
I wonder how he gets the dope.
For instance, when he saw me fail
To put across an oxford sale,
He talked to me a while, and say,
He showed me where the trouble lay.
He seemed to know the how and
why—
The boss is sure a funny guy.
The boss sure is peculiar, hey?
I wonder how he spends the day.
I think I'd want to hide my face;
Why all he does is run the place.
Of course, when I'm asleep in bed,
He has to figure "over-head,"
And pay rolls may disturb his dreams
As well as advertising schemes;
But in the day time I can't see
That he works half as hard as me.*

*I must admit I'm at a loss
To clearly understand the boss,
He seems to know each little rope—
I wonder how he gets the dope.*

—EXCHANGE.



JOSEPH
Winner of the Scripps Trophy. This picture shows the boat which has just upheld the Buffalo reputation.



PHINE

in. You will notice she is not a "freak" in any sense. Just a comfortable, well designed cruising boat.

Buffalo Bull

A FOOL and his engine are soon parted.

* * * *

M ANY are "stalled" but few are frozen.

* * * *

D EF. *Pin-head* (pin-hed). One whose mentality suggests a pin—sharp, but lacking in capacity.

A little pin-head is a dangerous thing.

Pin-heads make most of the trouble in business.

They are the ones who bring up the little pin-head objections which queer the sale you had just about made.

They trot out the red tape which delays and hinders.

They never show you how a thing can be done, but they are great at showing you why it can't be done, perfectly good little pin-head reasons why it can't!

* * * *

A PIN-HEAD is always great at springing plalitudes and his favorite one is this:

"You can't mix business and sentiment."

How a silly lie like that has kept alive so long is pretty hard to understand.

It would be as wise to say you can't mix scrambled eggs, or you can't combine oxygen and hydrogen.

Take the sentiment out of business and you have left a sort of a dreary, endless toil, suggestive of the galley or the mines of Siberia.

When you put ambition, hope, interest, loyalty into your work, it is sentiment and nothing else.

Sentiment in business is what marks the difference between the artist and the drudge, the leader and the slave driver.

Buffalo Bull

MANY people—pin-heads mostly—will tell you sentiment has no place in business.

A few believe it.

There are men who succeed in divorcing sentiment from business.

But they are not happy men.

They are not regular fellows.

All they are getting out of life is money.

They are missing the bigger things money can't buy.

The man who is a business man and not a pin-head finds a lot of room in his business life for friendship and good will.

His life down town is not an awful, serious treadmill from which every trace of kindness and humanity must be shut out.

His associates, his customers, his employees—even his competitors—they are his friends, they make his whole day rich in companionship.

He is in business for the purpose of making money. Sure.

But he is also in the world for the purpose of living, and why not live?

Of course if you shut yourself up in a pin-head cage and refuse to let sentiment intrude on business you're not so apt to fall for hard luck stories as the man who takes life as it comes, nor to accumulate so many worthless I. O. U.'s.

But on the other hand your funeral won't be nearly so large as the fellow who plays the game like a good sport.

And come to think of it, did you ever hear of a pin-head who got very far?

Buffalo Bull

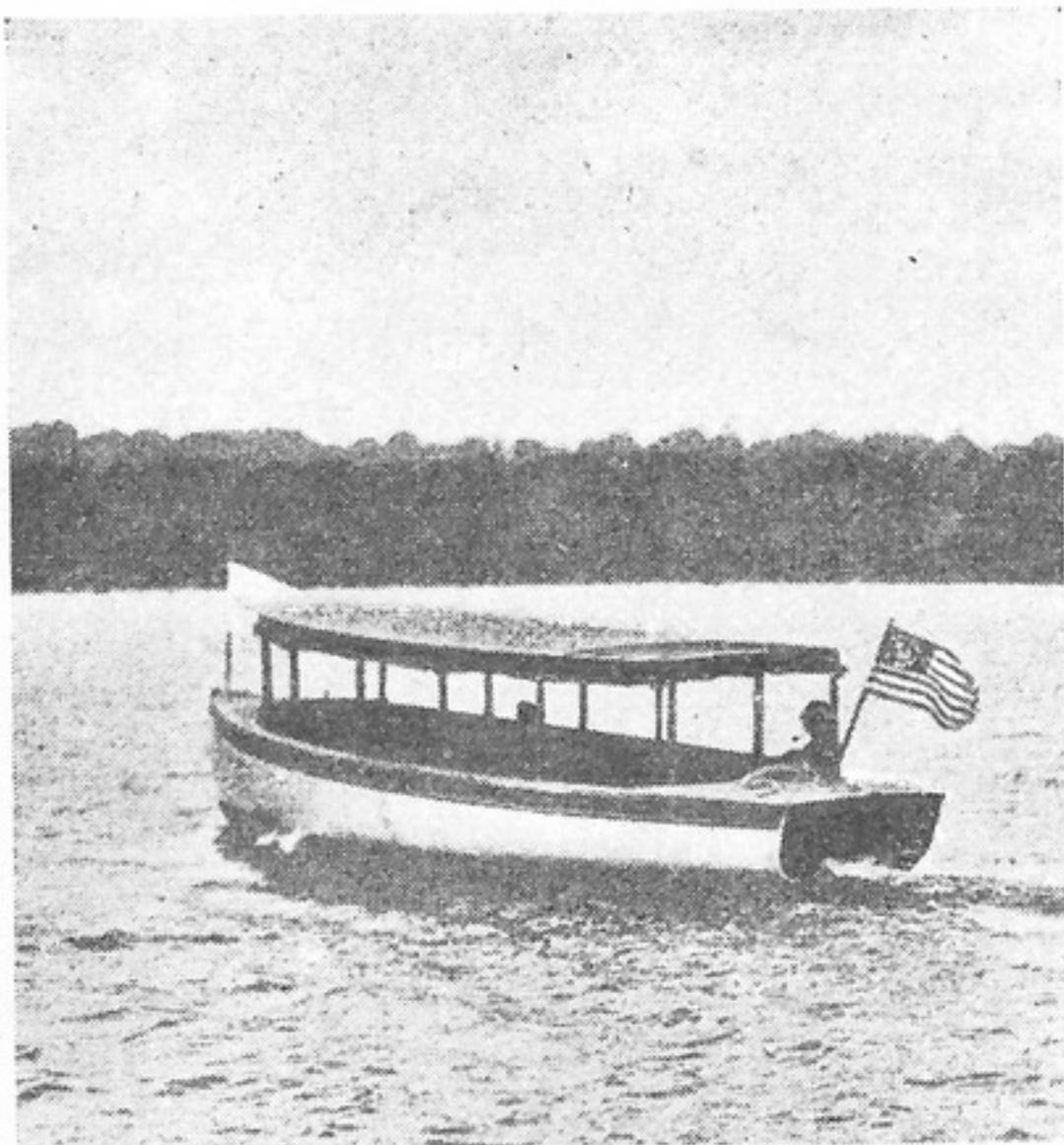
SPEAKING on the subject of "Business Is Business" here are some verses by Berton Braley published recently in *The Nation's Business* which are worth while.

*"Business is Business," the Little Man said,
A battle where 'everything goes,'
Where the only gospel is 'get ahead,'
And never spare friends or foes,
'Slay or be slain,' is the slogan cold,
You must struggle and slash and tear,
For Business is Business, a fight for gold,
Where all that you do is fair!"*

*"Business is Business," the Big Man said,
A battle to make of earth,
A place to yield us more wine and bread
More pleasure and joy and mirth;
There are still some bandits and buccaneers
Who are jungle-bred beasts of trade,
But their number dwindles with passing years
And dead is the code they made!"*

*"Business is Business," the Big Man said,
But it's something that's more, far more;
For it makes sweet gardens of deserts dead,
And cities it built now roar
And once the deer and the gray wolf ran,
From the pioneer's swift advance;
Business is Magic who that toils for man
Business is True Romance."*

*"And those who make it a ruthless fight
Have only themselves to blame
If they feel no whit of the keen delight
In playing the Bigger Game,
The game that calls on the heart and head,
The best man's strength and nerve;
'Business is Business,' the Big Man said,
'And that Business is to serve!"*



The Heron belongs to the Pocono Lake Preserve. She is powered with a 10 h. p. Buffalo engine.

Literal

Editor—"How's the new society reporter? I told him to condense as much as possible."

Assistant—"He did. Here's his account of yesterday afternoon's tea: 'Mrs. Lovely, poured; Mrs. Jabber, roared; Mrs. Duller, bored; Mrs. Rasping, gored, and Mrs. Embonpoint, snored'."

—Detroit Times.

War Made This Possible

Two British soldiers went into a restaurant at Saloniki and asked for Turkey with Greece. The waiter said:

"I'm sorry, gentlemen, but I can't Servia."

Whereupon the Tommies cried: "Fetch the Bosphorus!"

When the gentleman arrived and heard the complaint, the manager said: "Well, gentlemen, I don't want to Russia, but you cannot Roumania."

And so the poor Tommies had to go away Hungary.

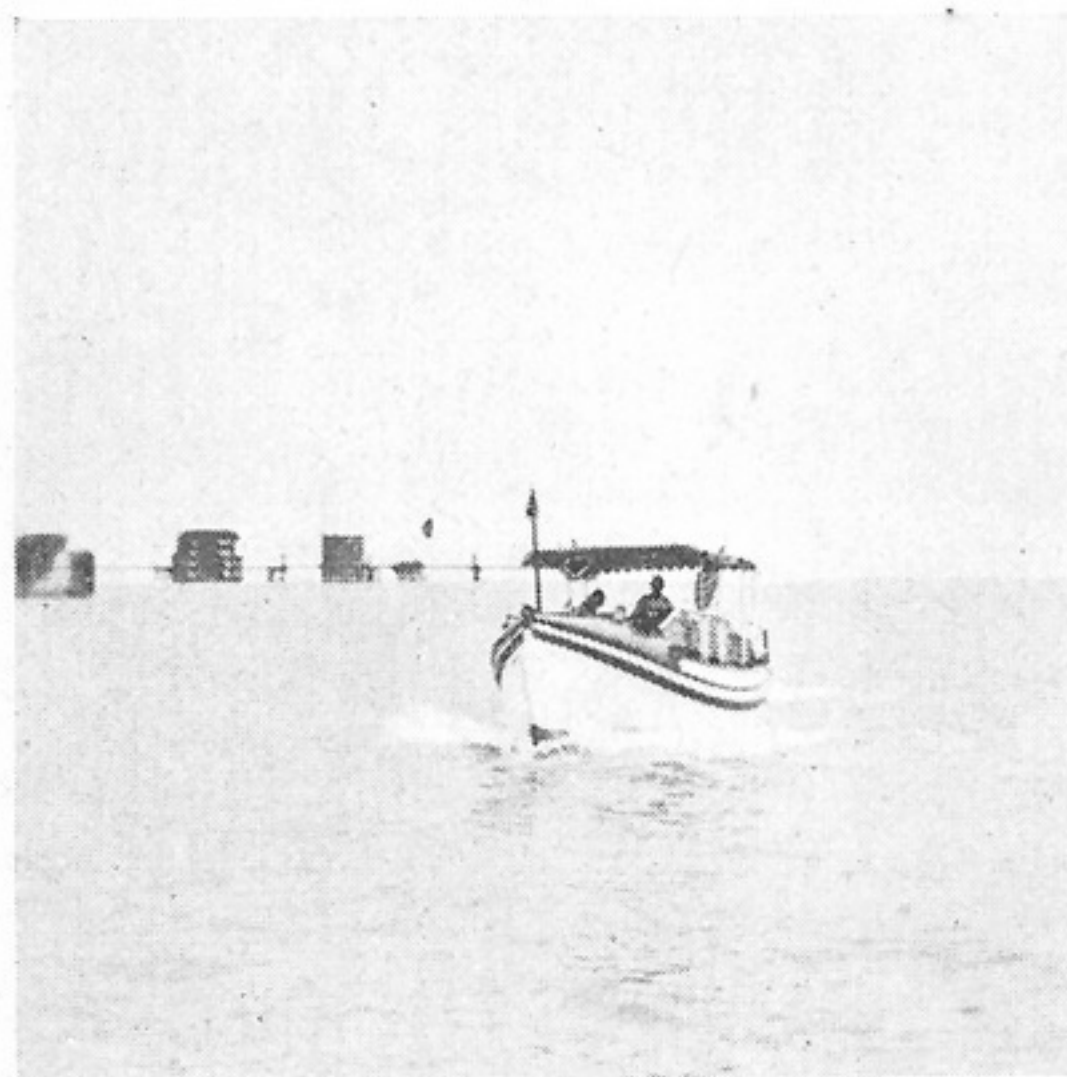
—The Scottish-American.

THE FLU

*When your back is broke and your
eyes are blurred,
And your shin bones knock and your
tongue is furred,
And your tonsils squeak and your
hair gets dry,
And you're doggone sure that you're
going to die,
But you're skeered you won't and
afraid you will,
Just drag to bed and have your chill,
And pray the Lord to see you
through,
For you've got the Flu, boy,
You've got the Flu.*

*When your toes curl up and your
belt goes flat
And you're twice as mean as a
Thomas cat,
And life is a long and dismal curse,
And your food all tastes like a hard
boiled hearse,
When your lattice aches and your
head's a-buzz,
And nothing is as it ever was,
Here are my sad regrets to you—
You've got the Flu, boy,
You've got the Flu.*

—J. P. McEVOY IN "HELLO."



This boat is owned by Stephen Szabo Cleveland. She is 34 ft. overall and powered with a 26-30 h. p. Buffalo

Do You Believe In Signs?

In this generation when every man is a salesman more or less and everyone is familiar with the motto fiend who gives all kinds of impolite advice by means of cards hung about his desk, the following contribution to *Printers Ink* will be relished:

THE FIRST thing.
THAT HIT my eye.
AS I entered.
HIS OFFICE.
WAS A big sign.
THAT READ.
"WHAT ARE the facts."
NEXT TO it was one.
WITH THE words.
"TIME IS money; be brief."
OVER THE desk.
WERE TWO more.
ONE READ.
"WE KNOW a few things.
DON'T TELL us them."
AND THE other one.
BORE THE terse message.
"CUT IT short."
I HAD just.
DRANK THEM in.
AND RESOLVED.
TO TAKE their meaning.
TO HEART.
WHEN MY man arrived.
I JUMPED up.
HANDED HIM my card.
AND SAID.
"MY NAME is Brown.
"AND I'M here.
"TO SELL you space."
JUST LIKE that.
BRIEF AND compact.
WELL, HE sat down.
AND BEGAN to talk.
AND HE talked.
AND TALKED.
AND HE wasn't brief.
AND HE didn't talk facts.
AND HE told me everything.
I ALREADY knew.
AND HE didn't
CUT IT short.
NOT BY a long shot.
AND I MISSED MY TRAIN.
AND DIDN'T GET AN ORDER.

LISTENING TO him.
CHEW THE rag.
BUT HOW the deuce.
WAS I to know.
THAT HE could collect.
SO MANY signs.
AND NOT believe.
IN ONE OF THEM.
I THANK YOU.

You Can't Tell.

"You can't tell 'bout a display of authority," said Uncle Eben. "Many a man thinks he's doing a fine job o'mule drawing when de mule is jes' hurryin' home on his own account."—*Washington Star*.

It Wasn't There

There was a timid knock at the door. "If you please, kind lady," said the beggar, "I've lost my right leg."

"Well, it ain't here," she snapped, slamming the door in his face.

His Birthday.

"Well, my boy, and when does your birthday come?"

Boy (who has been cautioned not to fish for presents)—"Oh, it passed by a long time ago—a year next Saturday."

Letting Her Glide

An officer on board a warship was drilling his men.

"I want every man to lie on his back, put his legs in the air, and move them as if he were riding a bicycle," he explained. "Now commence."

After a short effort, one of the men stopped.

"Why have you stopped, Murphy?" asked the officer.

"If ye plaze, sir," was the answer, "Oi'm coasting."

—*Current Opinion*.

Jose Vacossiun, son of A. Vacossiun, Buffalo sales agent at Barcelona, Spain, has arrived in America where he will stay for several years studying American methods. He is now at the Buffalo plant and will spend a large part of his time here.



Her Other Half

Mrs. Highbrow—"Wouldn't you be interested in knowing how the other half lives?"

Mrs. Lowbrow—"Not in the least; but I am really curious to know where he spends his evenings."

No Place For Families

An officer out walking with his wife and two children happened upon a sentry.

"Halt, who comes there?"

"An officer and his family."

"Advance, Officer, and be recognized. Family mark time."

—Carry On.

It's the Truth that Hurts

An item is going the rounds of the Canadian press to the effect that a New York State paper is being sued because a "comp." made an obituary conclude, "May he roast in peace."—Fourth Estate.

Imagination

"I hope I can escape jury duty as I have important business to look after. But who's the stunning girl?"

"Plaintiff in the next case. A dog bit her on the ankle."

"I guess I'll serve."

—Louisville Courier Journal.

(Continued from page 1)

Cleveland Yacht Club finished in third place.

The Scripps Trophy valued at \$5,000.00 is one of the handsomest cups ever offered for a yachting event. It is five and a half feet high. Its possession goes to the club to which the winning boat belongs and it must be competed for each year.

The result of the race was as shown on page 2.

In The Trail of The Herd

Schneider & Michaelis, Valdivia, Chile have placed an order for a 16-20 h. p. and two 25-30 h. p. Buffalos.

H. S. Henry & Son, New York have recently ordered four Buffalo engines of various sizes.

Melchior Armstrong & Dessau, New York have just ordered a 16-20 h. p., a 25-30 h. p. and a 40-60 h. p. Buffalo.

G. Ceribelli, Milan, Italy has included in his recent orders two 40-60 h. p. Buffalos.

The Howe Scale Co., Cleveland has ordered a 26-30 h. p. Buffalo Heavy Duty engine to be installed in a fish boat.

Gonzalez-Rubio & Co., Buffalo distributors in Ecuador have ordered a 13-15 h. p. Buffalo Heavy Duty engine.

E. D. Peers, Vicksburg, Miss. has ordered a 26-30 h. p. Buffalo Heavy Duty engine.

Paul Carnarella & Bros., Fernandina, Fla. have ordered a 20-24 h. p. Buffalo.

The U. S. Engineers at Montgomery, Alabama have added another Buffalo to their fleet, a 3-4 h. p.

Z. S. Oliver, Memphis, Tenn. has ordered a 10-12 h. p. Buffalo to be shipped to Capt. Edward Miles, Memphis.

J. H. Cameron, Buffalo man at Ottawa has sold a 26-30 h. p. Buffalo for use at Thurlow Hatchery, Belleville, Ont.

Wallace W. Alexander, Philadelphia has ordered a 3-4 h. p. Buffalo.

Pratt & Co., Buffalo distributors in the Argentina Republic have come in with an order for nine engines of various sizes.

The A. R. Williams Machinery Co., Toronto has ordered three 16-20 h. p. Buffalos, a 20-22 h. p. and a 10-12 h. p. Heavy Duty.

Alberto Heber Uriarte, Montevideo, Uruguay has ordered a 50-80 h. p. Buffalo for his cruiser.

Alvaro L. Barcelles, Santiago, Cuba has ordered two 3-4 h. p. Buffalos.

The Woodhouse Gasolene Engine Co., Seattle has ordered a 20-22 h. p. Buffalo Heavy Duty engine.

The Rapp-Huckins Co., Boston has just sent in an order for three 25-30 h. p. Cruiser and Runabout engines, a 16-20 h. p. and two 5-6 h. p.

Mr. Colfax (viewing the Niagara cataract)—“What a tremendous volume of water! Can you tell me the number of tons which go over the brink each second?”

The Last Hackman—“Me eyes ain't what they used to be, sir, but you can count 'em for yourself!”
—*Buffalo Express*.

“What's your time?” asked the old farmer of the brisk salesman.

“Twenty minutes after five. What can I do for you?”

“I want them pants,” said the old farmer, leading the way to the window and pointing to a ticket marked, “Given away at 5:20.”

—Burr.

90-100 H.P. BUFFALO FOR SALE CHEAP

—o—

One of our customers has a 90-100 H. P. Buffalo engine, six cylinder, $6\frac{1}{4}$ in. x $6\frac{3}{4}$ in. which he is willing to sell at a bargain, having no further use for it. The engine has seen very little service, and is in good condition.

Full information on request

BUFFALO GASOLENE MOTOR CO.
1280-1290 Niagara Street :: Buffalo, N. Y.

ENGINES FOR TRACTORS

The Builders of Buffalos have a line of engines for farm tractors as well as for boats. They are built in a wide variety of sizes, and embody the good old Buffalo qualities—reliability and economy. Full information concerning the Buffalo tractor engines will be sent on request.

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BUFFALO GASOLENE MOTOR CO.
1280-1290 Niagara Street :: Buffalo, N.Y.

Here Are Two Splendid Bargains in Buffalo Engines

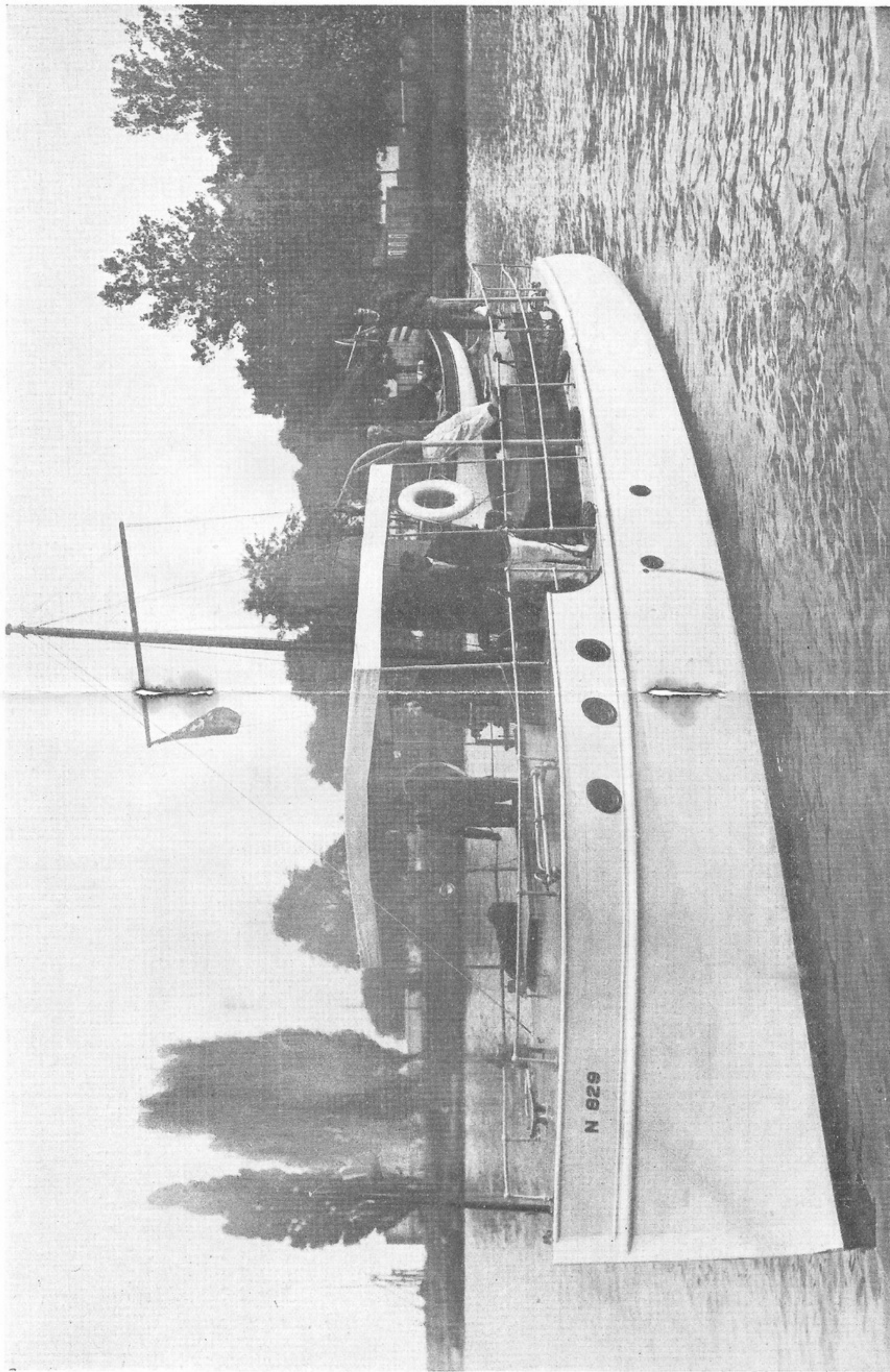
Here are two Buffalo Engines which have come to us in exchange. Before being sold they will be thoroughly rebuilt, worn parts being exchanged for new parts. This means the engines will be practically as good as new.

16-18 h. p., Medium Speed. Bore 4½ ins., stroke 5 ins., four cylinder, weight 900 lbs., speed 600 R. P. M., jump spark ignition. Price with reverse gear\$500.00

3-4 h. p., Medium Speed. Bore 3 ins., stroke 4 ins., two cylinders, weight 240 lbs., speed 700 R. P. M., jump spark ignition. Price with reverse gear\$195.00

Full particulars concerning these engines will be furnished on request.

**BUFFALO GASOLENE MOTOR CO.
1280-1290 Niagara St. :: Buffalo, N. Y.**



JOSEPHINE

Winner of the Scripps Trophy. This picture shows the boat which has just upheld the Buffalo reputation. You will notice she is not a "freak" in any sense. Just a comfortable, well designed cruising boat.

Name of Boat.	Owner.	Club.	L.O.A.	Beam.	Engine.	Rating.	Starting Time.	Put-In-Bay.	Finish.	Elapsed Time.
JOSEPHINE	E. H. Scott	Erie Y. C.	44.2	12	4-cycle Buffalo 4-cyl. 5½x7	37:51	8:56:28	3:00:25	8:30:03	11:33:35
VALORIA	Max Stotter	Detroit Y. C.	62	13.5	4-cycle Winton 6-cyl. 6½x9	39:82	9:33:37	3:22:35	8:39:33	11:05:56
BABO	Kent North	Cleveland Y. C.	45	11.5	4-cycle Buffalo 6-cyl. 6¼x6¾	38:12	9:06:25	3:10:00	8:46:00	11:39:35
TOBERMORY	F. W. Wakefield	Vermilion Y. C.	45	11.2	4-cycle Ralaco 4-cyl. 5x7	35:20	8:11:52	2:49:00	8:59:44	12:47:52
PIRATE	Lee Merrill	West Detroit Boat Club	50	11.75	2-cycle Fay & Bowen 3-cyl. 6x6	33:11	7:30:20	2:24:00	9:03:38	13:33:38
CORNELIA S	S. Seabo	C. Y. C.	33.8	8.6	4-cycle Buffalo 4-cyl. 6x7½	34:90	6:40:35	2:07:00	9:23:24	13:15:14
EDNA	P. J. Shormer	Cleveland Y. C.	28.4	8.5	4-cycle Kermath 4-cyl. 4x4	31:02	6:09:12	2:08:20	9:23:35	14:42:50
OLD GLORY	H. S. Thomas	Cleveland Y. C.	30	8.5	2-cycle Mianus 2-cyl. 4½x5	29:81	7:40:13	3:11:03	9:33:19	15:24:07
BERTHA II	F. E. Franks	Toledo Power Boat Club	36	9.6	4-cycle Ralaco 4-cyl. 4x6	34:52	8:21:45	3:29:45	9:54:03	14:14:50
AWANDRA	J. J. Miller	Detroit Y. C.	42	10.8	4-cycle Boothbay 4-cyl. 6½x7	35:59	9:17:10	4:33:50	10:10:20	13:48:35
ABEONA	A. W. Garren	Erie Y. C.	36	9.6	4-cycle Erd 4-cyl. 4x6	38:50	8:45:54	5:20:50	10:49:02	13:31:52
HARMONY	C. W. Borgwald	Cleveland Boat Club	35	9.2	2-cycle 3-cyl. 5¾x5	36:85	9:25:56	4:38:35	10:51:21	14:05:27
AUROA	R. C. Dutton	Cleveland Y. C.	36	8.3	4-cycle Continental 4-cyl. 5x5	39:27	8:38:36	3:58:57	11:16:13	13:50:17
LATAQUIN	C. A. Wise	Riverside, (Cleve.) B. C.	36	9.25	4-cycle Loew Victor 4-cyl. 4¾x5½	36:47	8:44:06	5:54:21	11:50:26	15:11:50
ROYAL	L. J. Bause	Cleveland B. C.	35	8.25	4-cycle Loew Victor 4-cyl. 4¾x5½	36:82	8:33:04	5:54:32	12:18:15	15:34:09
MISS GROSSE POINTE	R. G. Marsh	Grosse Pointe Y. C.	45	11.5	4-cycle Ralaco 4-cyl. 5x7	36:18	8:00:07	Did not report	12:21:40	15:48:36
MELINE	Wm. Busse	Cleveland B. C.	42	9	4-cycle Royal 4-cyl. 5¼x5½	34:52	8:52:54	Did not report	3:23:47	19:23:40
DOROTHY F	J. Field	Riverside (Cleve.) B. C.	32.8	9.75	4-cycle Rambler 4-cyl. 5x6	37:29	8:56:28	Did not report	4:14:52	19:21:58
ALMA	Wm. Herbst	Cleveland B. C.	35.5	10.5	4-cycle Rutenberg 6-cyl. 4½x5½	37:51	7:41:12	Did not report	9:25:04	12:28:36
LUCEIL	F. Taillon	Cleveland B. C.	45	10.3	4-cycle Clay 2-cyl. 6½x7	33:35	10:25:33	Did not comp'e course	10:23:20	14:42:08
SILVANIA	J. Stotter	Cleveland Y. C.	40	9	4-cycle VanBlerek 6-cyl. 5x6	43:45	7:47:38	Disabled	.....	.....
JUNE	G. King	Toledo Y. C.	40	10.8	4-cycle Scripps 2-cyl. 5½x6	33:88	8:06:40	Did not finish	.....	.....
IRENE S	R. D. Latimer	Cleveland Y. C.	35	9.3	4-cycle Loew Victor 4-cyl. 4¾x5½	34:86	8:08:10	Did not finish	.....	.....
HILDA	E. L. Meyers	Cleveland Y. C.	33	8.8	4-cycle Frisbie 3-cyl. 6x6	34:87	8:49:20	Did not finish	.....	.....
ZAMAH II	H. C. Barnes	Cleveland Y. C.	40	8.8	4-cycle Ferro 6-cyl. 4x6	37:07	8:49:20	Did not finish	.....	.....
CHAPADON	A. H. Velhagen		24.6	6	4-cycle Standard 2-cyl. 4½x5¾	35:00	8:00:00	Did not finish	.....	.....